## August 2019

20191, Reston, VA

## Sold Summary

|  | Aug 2019 | Aug 2018 | \% Change |
| :--- | :---: | :---: | :---: |
| Sold Dollar Volume | $\$ 18,867,450$ | $\$ 30,553,414$ | $-38.25 \%$ |
| Avg Sold Price | $\$ 419,277$ | $\$ 477,397$ | $-12.17 \%$ |
| Median Sold Price | $\$ 402,500$ | $\$ 448,000$ | $-10.16 \%$ |
| Units Sold | 45 | 64 | $-29.69 \%$ |
| Avg Days on Market | 22 | 25 | $-12.00 \%$ |
| Avg List Price for Solds | $\$ 419,801$ | $\$ 480,268$ | $-12.59 \%$ |
| Avg SP to OLP Ratio | $98.3 \%$ | $98.6 \%$ | $-0.26 \%$ |
| Ratio of Avg SP to Avg OLP | $98.6 \%$ | $98.1 \%$ | $0.50 \%$ |
| Attached Avg Sold Price | $\$ 384,369$ | $\$ 431,969$ | $-11.02 \%$ |
| Detached Avg Sold Price | $\$ 580,725$ | $\$ 655,615$ | $-11.42 \%$ |
| Attached Units Sold | 37 | 51 | $-27.45 \%$ |
| Detached Units Sold | 8 | 13 | $-38.46 \%$ |

## Notes:

- SP = Sold Price
- OLP = Original List Price
- LP = List Price (at time of sale)
- Garage/Parking Spaces are not included in Detached/Attached section totals.

Inventory

|  | Aug 2019 | Aug 2018 | \% Change |
| :--- | :---: | :---: | :---: |
| Active Listings | 64 | 69 | $-7.25 \%$ |
| New Listings | 54 | 62 | $-12.90 \%$ |
| New Under Contracts | 39 | 21 | $85.71 \%$ |
| New Contingents | 7 | 26 | $-73.08 \%$ |
| New Pendings | 46 | 47 | $-2.13 \%$ |
| All Pendings | 45 | 42 | $7.14 \%$ |

## Financing (Sold)

| Assumption | 0 |
| :--- | :---: |
| Cash | 7 |
| Conventional | 32 |
| FHA | 5 |
| Other | 0 |
| Owner | 0 |
| VA | 1 |

Days on Market (Sold)

| 0 | 0 |
| :--- | :---: |
| 1 to 10 | 21 |
| 11 to 20 | 10 |
| 21 to 30 | 2 |
| 31 to 60 | 8 |
| 61 to 90 | 2 |
| 91 to 120 | 3 |
| 121 to 180 | 1 |
| 181 to 360 | 0 |
| 361 to 720 | 0 |
| $721+$ | 0 |

Sold Detail

| Price Ranges | Residential |  |  |  |  |  | Condo/Coop | Active Listings |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2 or Less BR |  | 3 BR |  | 4 or More BR |  | All <br> Attached | Residential |  | Condo/Coop <br> Attached |
|  | Detached | Attached/TH | Detached | Attached/TH | Detached | Attached/TH |  | Detached | Attached/TH |  |
| < \$50,000 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| \$50K to \$99,999 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| \$100K to \$149,999 | 0 | 0 | 0 | 0 | 0 | 0 | 1 | 0 | 0 | 2 |
| \$150K to \$199,999 | 0 | 0 | 0 | 0 | 0 | 0 | 2 | 0 | 0 | 0 |
| \$200K to \$299,999 | 0 | 0 | 0 | 0 | 0 | 0 | 7 | 0 | 1 | 9 |
| \$300K to \$399,999 | 0 | 3 | 0 | 6 | 1 | 0 | 2 | 0 | 3 | 2 |
| \$400K to \$499,999 | 0 | 0 | 0 | 9 | 1 | 1 | 1 | 2 | 9 | 0 |
| \$500K to \$599,999 | 0 | 0 | 1 | 0 | 3 | 1 | 1 | 4 | 2 | 0 |
| \$600K to \$799,999 | 0 | 0 | 0 | 3 | 1 | 0 | 0 | 9 | 3 | 0 |
| \$800K to \$999,999 | 0 | 0 | 0 | 0 | 1 | 0 | 0 | 2 | 14 | 0 |
| \$1M to \$2,499,999 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 1 | 1 | 0 |
| \$2.5M to \$4,999,999 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| \$5,000,000+ | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Total | 0 | 3 | 1 | 18 | 7 | 2 | 14 | 18 | 33 | 13 |
| Avg Sold Price | \$0 | \$344,000 | \$515,000 | \$460,328 | \$590,114 | \$528,125 | \$274,821 |  |  |  |
| Prev Year - Avg Sold Price | \$181,000 | \$342,000 | \$511,000 | \$495,242 | \$732,000 | \$511,750 | \$250,885 |  |  |  |
| Avg Sold \% Change | 0.00\% | 0.58\% | 0.78\% | -7.05\% | -19.38\% | 3.20\% | 9.54\% |  |  |  |
| Prev Year - \# of Solds | 1 | 3 | 2 | 26 | 10 | 10 | 12 |  |  |  |

